



EUROPEAN REAL ESTATE SUMMIT 2018



Ian Zhu

Head of China Outbound Investment
Grant Thornton

Highlighted Experience

Ian, currently sitting in Grant Thornton's China Britain Services Group, provides national pan-advisory support, using his skills and expertise to develop all China related opportunities and relations, assist both British and Chinese clients in their cross-border investment and trade activities, help colleagues deliver projects to Chinese clients in the UK and China, and promote diversity and Chinese culture awareness within the firm. He is a Bilingual China-born British citizen, having 18 years client-side work experience in Mainland China, Hong Kong and UK across various sectors and diversified business functions with in-depth knowledge of UK-China business collaborations. Prior to joining the firm, Ian held a number of senior roles in both British companies (British importer and British exporter) and Chinese corporates (Chinese state-owned conglomerate with over 500,000 employees, the 81 largest in the world and Chinese private family office with over 20,000 employees, top 50 richest in Asia).

He is well-connected within C-suites of Chinese corporates community as well as Chinese HNWI's circle based in the UK.

He technically specializes in Corporate Finance, Strategic Alliance, Global Sourcing and Strategic Procurement, Corporate Governance and Internal Control, China Market Entry and Growth Strategy, English to Chinese Translation.

Sector experience

Ian has extensive experience in the UK retail and consumer sector, having worked as a merchandiser for a British importer supplying over 100 UK retailers or catalogue companies.

He was professionally trained as a technical sales man in the UK industrial printing machinery sector, having helped a British exporter procure used machinery from over 20 European Countries and sell to more than 50 top leading

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Chinese commercial printers.

He led the Investor Relations team for a HK-listed company in China Gas utilities sector, have promoted the listed stocks (£6 billion Market Cap) to over 500 major global Equity Investment Funds.

Significant projects

At Reignwood Group, parent holding of Red Bull China, Ian

- Controlled the risks of investing 1 billion GBP on eight major projects in the UK, including developing Four Seasons Hotel, acquiring and renovating Wentworth Golf Club, acquiring fast consumable brands, Vitacoco and VOSS Water
- Participated in negotiating and engaging with operators, consultants and suppliers, and also created internal control policies and procedures for Reignwood Group's overseas investment (11 chapters and over 220 pages)
- Coordinated internal and external audit for overseas subsidiaries

At China Resources group, he

- Co-managed the Treasury team which implements Cash Pooling and Internal Loan System across over 350 subsidiary companies in China and saved cost of funding over HK\$200 million. He also proficiently taught Finance and Cash Management courses to over 300 CFOs within the Group

During his PhD studies, he has advised a number of UK and Chinese companies on many cross-border investment activities. Projects of note include:

- Assisted a UK printing roller manufacturer to set up the joint venture and the factory facility in China within 90 days and efficiently controlled a sales team of 20-people selling products across 20 provinces of China within 6 months after trial production
- Supported Effimay Wine Ltd in China to source and procure 150 containers of wines from Bordeaux and established over 10 distribution centres in China
- Helped Seegrid in USA to negotiate a joint venture agreement with Heli Forklift Group in China.
- Assisted Polar PV Ltd (Solar panel manufacturers) to set up a European sales network
- Aided Anhui Lianhua Group in China to negotiate a joint venture agreement manufacturing regional aircrafts with ATR Group in France

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- Helped London Olympic Games Committee and Golden Bear Ltd in UK to source and manage the mascot plush toy manufacturing in China

Professional qualifications

In 2001, Ian received BA (First) degree in International Business from Guangdong University of Foreign Studies, one of the leading linguistics universities in China, professionally trained as an interpreter for senior Chinese government leaders.

In 2002, he graduated from University of Leeds with MA (Distinction) in Accounting and Finance and published an academic paper at INTERNATIONAL JOURNAL OF PROJECT MANAGEMENT.

Between 2009 and 2015, he completed five years of PhD studies in Corporate Finance at University of Surrey and obtained a Doctor degree in Business Administration.

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